



Massachusetts State Lottery Commission

STEVEN GROSSMAN
Treasurer and Receiver General

PAUL STERNBURG
Executive Director

January 2014

As part of the continuing effort to uphold State Treasurer Steve Grossman's commitment to transparent and open operations at the Lottery, enclosed are fiscal performance documents accounting for December 2013.

Lottery sales were down \$1 million overall for the month as compared to December 2012 sales. This decline can be directly attributed to the two snowstorms that occurred in December. The decline in sales for the month would have been far greater if not for the \$648 million Mega Millions jackpot, which was the second-highest ranking jackpot in the world lottery history.

The prize payout for the month of December was 71.1 percent as compared to 74.4 percent in December 2012. Our overall prize payout is 70.6 percent through the first six months of the year, compared to 72.5 percent for the same time period last year. Our net profit is \$39.5 million ahead of last year, largely because the prize payout is nearly 2 percent lower this year.

Mega Millions saw an increase in sales of \$18 million thanks to the multi-state game's \$648 million jackpot offering. Even during the height of the snowstorm on December 18, the day of the near-record high drawing, Massachusetts Lottery retailers were ringing in as much as \$11,000 a minute in Mega Millions ticket sales.

Games experiencing decreased sales for the month were: Instant Tickets, which were down \$14 million; KENO which was down \$2 million; The Numbers Game, which was down \$1 million; Lucky for Life, which was down \$1 million; and, the SUPER 50/50 raffle, which was down \$1 million. Additionally, \$2 million in sales from The Daily Race Game were not achieved this December since game sales ceased in June 2012.

As always, I am happy to answer any questions you may have about the aforementioned figures or concerning the Lottery's overall fiscal performance. I can be reached directly at 781-849-5500

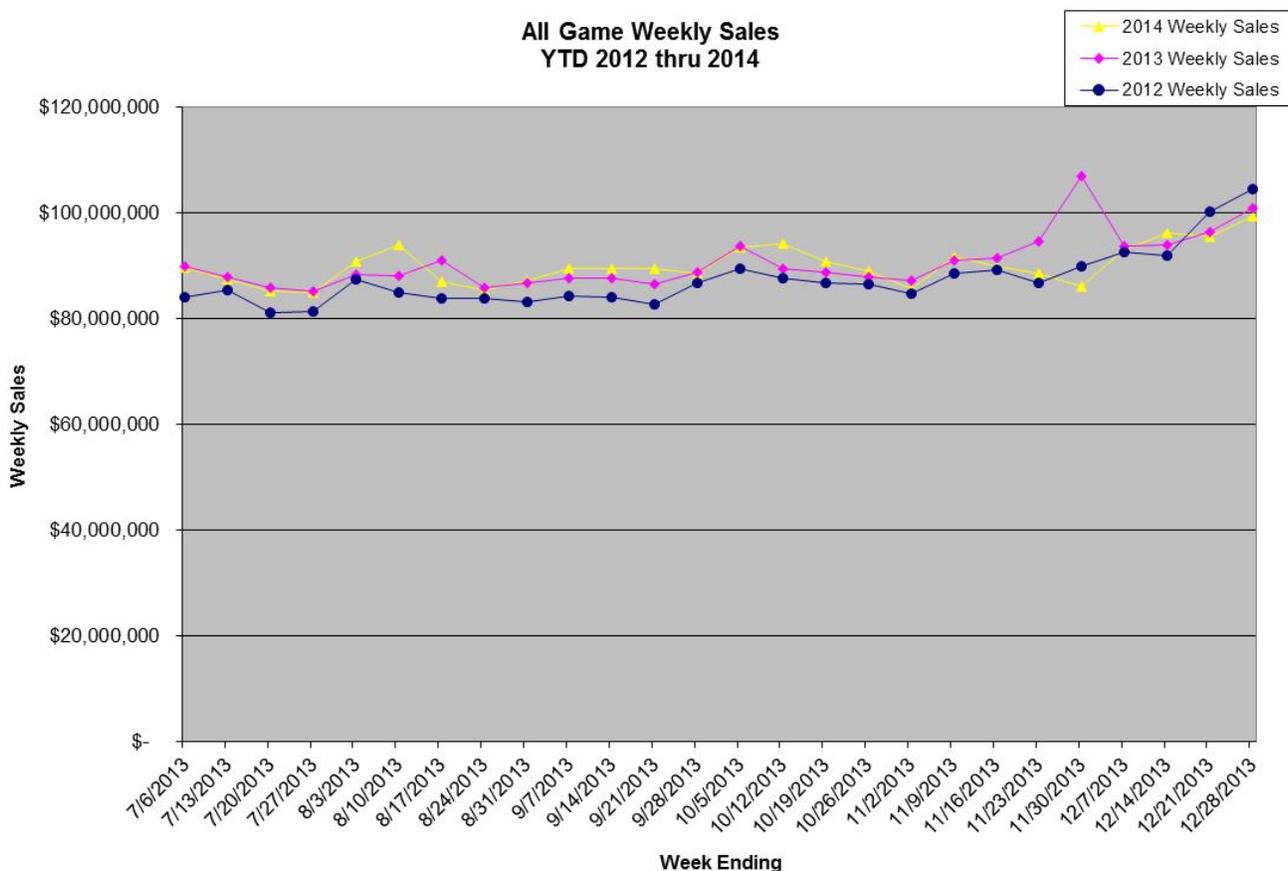
Sincerely,

Paul R. Sternburg
Executive Director



Supporting the 351 Cities and Towns of Massachusetts

**All Game Weekly Sales
YTD 2012 thru 2014**



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MSLC Revenue Results							
December FY14 vs. FY13							
(\$ millions)							
Through December 28, 2013							
	FY14	% of Total	FY13	% of Total	\$ Change	% Change	
Instant Tickets	\$259	67.4%	\$273	70.8%	-\$14	-5.0%	
MegaMillions	22	5.8%	4	1.2%	18	402.2%	
Powerball	6	1.4%	5	1.3%	0	7.8%	
Keno	62	16.0%	63	16.4%	-2	-2.5%	
Mass Cash	5	1.4%	6	1.5%	0	-1.9%	
Race Game	0	0.0%	2	0.5%	-2	-100.0%	
Lucky For Life	3	0.7%	3	0.8%	-1	-16.1%	
Numbers Game	25	6.5%	26	6.7%	-1	-3.8%	
Super 50-50 Raffle	0	0.1%	1	0.3%	-1	-54.0%	
Megabucks	2	0.5%	2	0.5%	0	-10.0%	
Jackpot Poker	0	0.1%	0	0.0%	0	0.0%	
Total	\$384	100.0%	\$385	100.0%	-\$1	-0.2%	
Instant Tickets	\$259	67.4%	\$273	70.8%	-\$14	-5.0%	
Online Games	125	32.6%	112	29.2%	13	11.4%	
Total	\$384	100.0%	\$385	100.0%	-\$1	-0.2%	



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MSLC Revenue Results							
Year-to-Date FY14 vs. FY13							
(\$ millions)							
Through December 28, 2013							
	FY14	% of Total	FY13	% of Total	\$ Change	% Change	
Instant Tickets	\$1,612	68.8%	\$1,621	68.8%	-\$10	-0.6%	
MegaMillions	46	2.0%	27	1.1%	20	73.7%	
Powerball	62	2.7%	74	3.1%	-12	-15.6%	
Keno	396	16.9%	392	16.6%	4	1.0%	
Mass Cash	35	1.5%	35	1.5%	1	2.3%	
Race Game	0	0.0%	12	0.5%	-12	-100.0%	
Lucky For Life	17	0.7%	21	0.9%	-5	-21.6%	
Numbers Game	160	6.8%	162	6.9%	-2	-1.1%	
Super 50-50 Raffle	1	0.0%	2	0.1%	-1	-50.7%	
Megabucks	10	0.4%	11	0.5%	-1	-7.2%	
Jackpot Poker	4	0.2%	0	0.0%	4	100.0%	
Total	\$2,343	100.0%	\$2,356	100.0%	-\$13	-0.5%	
Instant Tickets	\$1,612	68.8%	\$1,621	68.8%	-\$10	-0.6%	
Online Games	732	31.2%	735	31.2%	-3	-0.5%	
Total	\$2,343	100.0%	\$2,356	100.0%	-\$13	-0.5%	



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